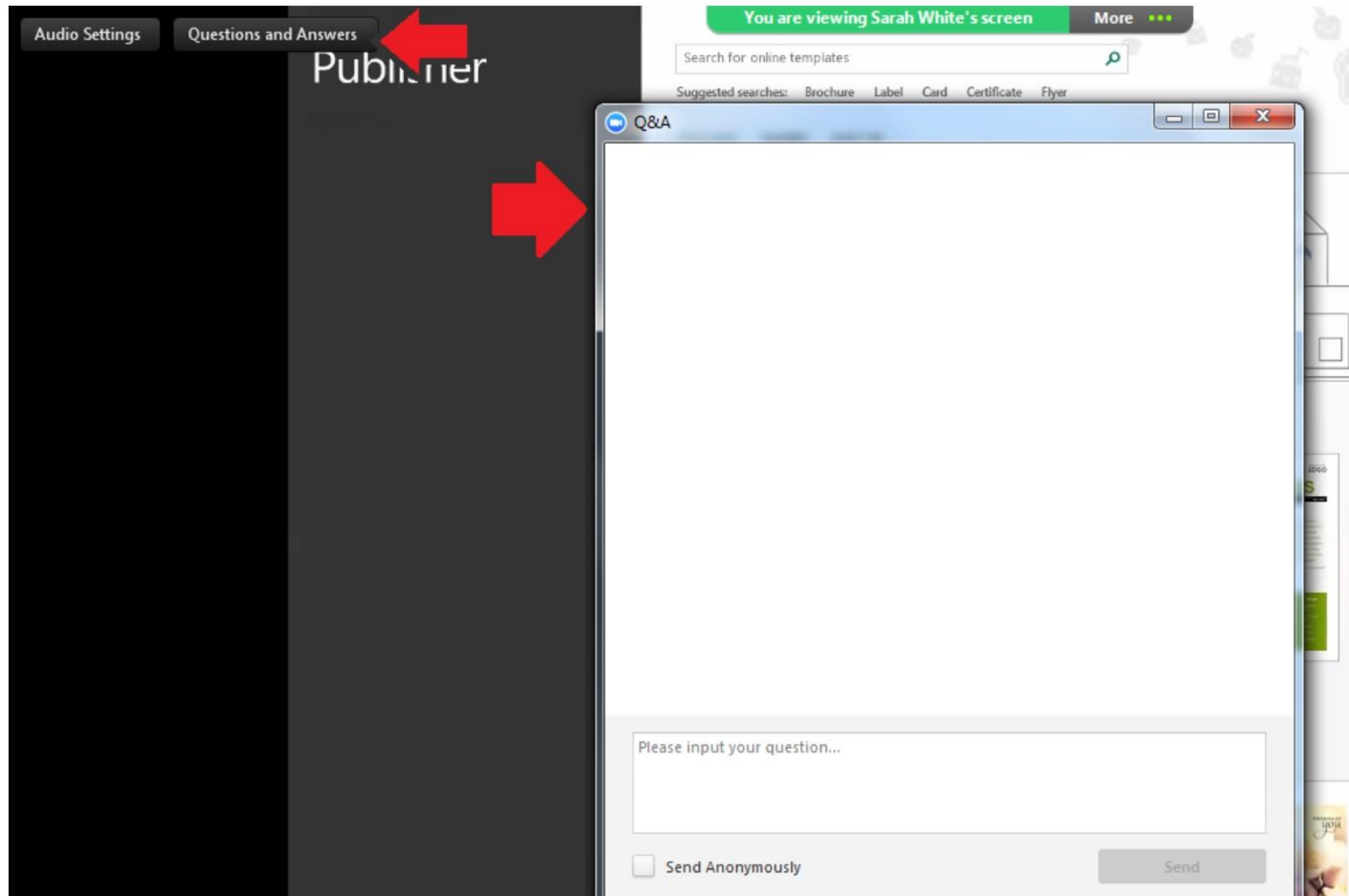


## Welcome to the IowaUSDAFoods Webinar!

You should be hearing music playing, if not, please check your speaker volume and audio settings.

If at any point during the webinar you have a question please click on the Questions and Answers button to bring up the Q&A box. Type your question and click "Send".



# USDA Foods Planned Assistance Level

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- Value of USDA Foods an SFA is allotted each school year
- Calculated using Previous SY reimbursable lunches and effective Federal Meal Rate
- Three options to spend PAL
  - Direct Distributions (DD) – traditional method- automatically enrolled
  - Department of Defense Fresh Fruit and Vegetable (DoD) – Sign up spring of preceding SY
  - Diverted Foods (DF) - Sign up spring of preceding SY



# What is Diverted Foods?

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- The process of diverting bulk raw material to a processor, who then makes processed end products for purchase.
- Processing Services have been procured by the State Agency for SY 16-17
- For SY 16-17 there are 47 different end products available
  - If you wish to receive these products from your commercial distributor, you will still need to procure the distribution of these products
  - SA provided bid language and template posted

# DF: Value Pass Thru Methods

- ***Rebate:*** *Schools pay full price upfront, receive value of USDA Foods back as a rebate check*
- **Fee For Service (FFS):** Schools receive an invoice from Processor for the fee to create processed product and deliver to specified location. Value of USDA Food is not included in fee.
- **Fee for Service through a distributor:** Distributors have a pooled inventory of commodity products. Schools purchase from distributor and are invoiced by the distributor the fee for service along with the distributor fees.
- **Net off Invoice (NOI):** Works for commercial products, which contain fully substitutable USDA foods. Schools purchase product from distributor, if the school has a bank of pounds at the processor, the distributor invoices the school the commercial price minus the value of the USDA foods within along with the distributor fees.
- More information can be found at:
  - <http://www.commodityfoods.org/assets/RAHandbook/acda%20ra%20handbook%20revised%20dec%202015.pdf>



# DF: Benefits of Participating

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- Allows more variety to your USDA Foods rather than just bulk items
- Allows more options to spend PAL \$\$
- Can receive products from commercial distributor
  - Timely ordering, lower storage requirements

# DF: Constraints to Participating

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- Administrative time needed
  - Tracking pounds (K12 and Processor Link)
  - Verification of invoices
- Only certain processed products available
  - 47 items for SY 16-17

# DF: How to Participate

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- Sign up opportunity every spring for following school year.
- Look over product nutritionals
- Request samples to test with students
- Fill out and submit Allocation Form
  - Email to State Agency: [Sarah.white@iowa.gov](mailto:Sarah.white@iowa.gov)
- Procure distribution of products



# DF: Tips for First timers

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- Start small
- Be conservative with lb estimates
  - Can request more during year
  - Unused lbs are swept at the end of the school year
- Focus on center of the plate items first (bigger discount per case usually)



# Request Form

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- Forms located on website
  - <https://www.educateiowa.gov/pk-12/nutrition-programs/usda-foods-distribution>
- Excel Spreadsheet – tallies total request for you
- Combination calculator and request form this year
- Submit electronically

# Important Dates

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- **Thursday, March 24th:** Diverted Foods Food Show at Gateway Hotel and Conference Center in Ames, IA
  - Starts at 10:30 am
- **Friday, April 15th :** Request Form Due!



# Questions?

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- Sarah White
  - [Sarah.white@iowa.gov](mailto:Sarah.white@iowa.gov)
  - 515-281-4032 (Phone)
- Professional Standards Credit 1-Hour will be emailed out with handouts